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Caribbean Basin

Exporter Guide

Caribbean Basin Exporter Guide

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Report Highlights:

U.S. exports of consumer-oriented products to the Caribbean increased by nearly 5 percent in 2009, despite challenging economic conditions and shrinking tourist inflows to the islands. Now, on the heels of a moderate recovery in some of the world's advanced economies, tourists are beginning to head to the Caribbean in greater numbers. This tourist upswing, although modest for now, is beginning to spur economic growth in the islands which in turn is generating greater demand for U.S. foods. However, U.S. suppliers looking to capitalize on the many export opportunities in the region should be aware that third country competition is on the rise.

Post: Miami ATO

Executive Summary:

NOTE: For purposes of this report, the term "Caribbean" refers to the Caribbean Basin Agricultural Trade Office's (CBATO) islands of coverage: Anguilla, Antigua & Barbuda, Aruba, The Bahamas, Barbados, Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guadeloupe, Martinique, Montserrat, the former Netherlands Antilles (Bonaire, Curação, Saba, Sint Eustatius, and Sint Maarten), St. Barthélemy, St. Kitts and Nevis, St. Lucia, St. Martin, St. Vincent & the Grenadines, Trinidad and Tobago, and Turks and Caicos Islands.

The Caribbean is an excellent market for U.S. suppliers, due in large part to the fact that demand for imported food products is largely inelastic. With an insufficient amount of arable land, scant water resources in some islands, no economies of scale, and a limited food-processing sector, the islands must import the majority of their food needs. There is also strong appeal among the 3.8 million local residents of U.S. products. Moreover, between 6 and 7 million stop-over tourists (over half of which are from the United States) visit the Caribbean annually and help fuel demand for U.S. products in Caribbean food service outlets. Although Caribbean tourism activity slowed in 2009, stop-over tourist arrivals during the first eight months of 2010 posted a healthy 5 percent gain from the same period in 2009.

Given these favorable conditions for U.S. exports, it is no surprise that the United States is the largest supplier of food products to the Caribbean. In 2009, the United States exported \$740 million worth of consumer-oriented food products to the region, a 4.8 percent increase from the previous year. Preliminary data indicate that U.S. exports of consumer-oriented products to the region will experience similar growth in 2010. Consumer-oriented products account for 60 percent of U.S. agricultural, fish and forestry exports to the Caribbean, with poultry, red meats, snacks, dairy products, and processed fruit and vegetables rounding out the top five export categories. In 2009 the United Stated also exported \$36.5 million dollars worth of seafood products to the region, which are expected to expand by about 4 percent in 2010.

Competition from Europe, Canada, South and Central America is becoming more intense in the Caribbean. While the United States enjoys several advantages in the region, U.S. suppliers should be mindful that they will have to work hard at capitalizing on opportunities in the Caribbean in the years to come.

Author Defined:

SECTION I. MARKET OVERVIEW

The small economies of the Caribbean, which are highly vulnerable to any external shocks, are still trying to shake off the effects of the deepest global economic recession in recent history. The economic woes of advanced economies, particularly of the United States, have curtailed tourist activity, dried up worker remittances, reduced foreign direct investment to the region, and softened demand for Caribbean exports. Real GDP growth for the entire Caribbean region (CBATO islands plus Belize, Dominican Republic, Guyana, Haiti and Jamaica) slowed to 0.4 percent in 2009 according to IMF estimates, down from a robust 5.6 percent just two years earlier.

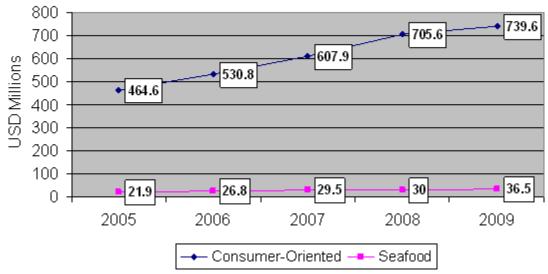
Overall economic well being in the Caribbean is intimately linked to the tourism sector. The vast majority of islands in the region rely heavily (some almost exclusively) on tourism as a source of income. With sluggish economic conditions throughout the world, stop-over tourist arrivals to the Caribbean dipped to just under 6 million in 2009, a 9 percent decline from 2008. However, things are beginning to turnaround as the world economy slowly improves. Stop-over tourist arrivals during the first eight months of 2010 posted a healthy 5 percent gain compared to the same period in 2009, with arrivals from the United States leading the way with a 7.6 percent increase. With tourism regaining traction, the Caribbean is expected to register modest 2.4 percent growth in real GDP in 2010, according to IMF estimates. The expectation is that the recovery will continue into 2011, yielding 4 percent economic growth.

The upward economic trend, albeit modest, spells good news for U.S. suppliers. Although U.S. exports of consumer-oriented products to the Caribbean never really declined as a result of the recession, growth did drop from 16 percent in 2008 to 4.8 percent in 2009. The reason for such resilience in U.S. exports to the region is that demand for imported food products is largely inelastic. With an insufficient amount of arable land, scant water resources in some islands, no economies of scale, and a limited food-processing sector, the islands of the Caribbean must import the majority of their food needs. There is also strong appeal among the 3.8 million local residents of U.S. products. This is primarily due to exposure to U.S. products through visits that many Caribbean citizens make to the United States and through U.S. television programming which is widely available throughout the region via satellite. Moreover, between 6 and 7 million stop-over tourists (over half of which are from the United States) visit the Caribbean annually and help fuel demand for U.S. products in Caribbean food service outlets.

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U.S. Exports of Consumer-Oriented and Seafood Products to the Caribbean



Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics.

Caribbean importers have a long history of doing business with the United States. Their strong interest in U.S. suppliers and products is mainly due to the following: close proximity, long-standing reputation of high quality products, and superior quality of service. In fact, many local importers have noted that they are able to source a variety of products from non-U.S. suppliers, but few of these suppliers can match their U.S. counterparts in terms of product quality and reliability.

Advantages	Challenges
With little arable land and food production, the islands of the Caribbean must import most of their food needs.	In some markets, such as the French West Indies, a key constraint is breaking the traditional liaisons with Europe. Many Chefs are European trained and thus prefer European products.
Tourism began to regain momentum in 2010 and continues to be a key factor in generating demand for U.S. products, particularly in the food service sector. The Caribbean is visited by approximately 6 to 7 million stop-over tourists annually.	Overall Caribbean well-being is highly dependent on tourism. Hence, economies remain very susceptible to any world events that may disrupt tourism (i.e. the world economy, terrorism, more active hurricane seasons, etc.).
The United States is the source of over 50 percent of all tourists visiting the region, boosting demand for U.S. foods.	In some cases there are less expensive transportation rates from Europe than from the United States.
Proximity and ease of shipment works to the advantage of U.S. suppliers.	The 2008 escalation of food prices throughout the world exposed the region's dependence on imports to satisfy its food needs. As a result, the political will to attain "regional food security" or "food sovereignty" has strengthened, and the islands are actively attempting to boost domestic production and diversify food supplies.
Exposure to US media as well as language, cultural, and commercial ties with the United States all contribute to consumers having a positive attitude toward U.S. products.	The nature of individual island markets requires special effort from US exporters: dealing with several small accounts; consolidation of small orders; complying with different import requirements for select products; ascertaining different market characteristics in every island.
US exporters, particularly south Florida consolidators, service the market very well and are in many ways better positioned to supply the Caribbean than competitors.	The 2008 Economic Partnership Agreement between Europe and the Caribbean should prompt more competition from Europe. CARICOM is also negotiating a free trade agreement with Canada. A trade agreement with MERCOSUR and expanding CARICOM's existing trade agreement with Costa Rica to include other Central American countries may be next.
The United States has a dominant market share in the vast majority of Caribbean islands (estimated at 58 percent overall). For the most part, the regulatory environment is fairly open to all types of U.S. products.	Certain products, particularly meat and poultry, may be restricted in selected markets due to either EU or island-specific restrictions.

SECTION II. EXPORTER BUSINESS TIPS

The best way for a U.S. supplier to enter the market with success is to first research the market for potential niches, and develop an effective marketing plan. A key question is to weigh the advantages and disadvantages of using an importer/wholesaler versus selling directly to different customers throughout the region. The decision will not be the same for all U.S. exporters. For instance, large U.S. suppliers with a dedicated sales force who can travel to the islands periodically to service their customers may find it advantageous to work directly with multiple retail and food service accounts throughout the islands. Exporters who are not able to do so will find it easier to work with an importer/wholesaler in a particular island. The latter is, in fact, the easiest and preferred method for most U.S. exporters.

In general, Caribbean buyers rely heavily on consolidators, particularly those located in South Florida, for shipment of mixed container-loads to their local ports. As a result, a crucial part of doing business with Caribbean importers, is building a relationship with a consolidator in South Florida, and sometimes in New Jersey for purposes of shipping to Bermuda. Since some large resorts and chain supermarkets often order larger shipments directly from suppliers, the main resource for medium to smaller sized retail and food service businesses are local importer/wholesalers, making them a good target for smaller U.S. exporters. These importers/wholesalers will work with prospective U.S. suppliers to find the best means of product delivery, and meeting local standards and regulations. Local importers will usually stay informed of changing regulations and duties on food and beverage products.

In most islands, food safety responsibilities fall under the Ministry of Public Health or its equivalent. The Ministry of Agriculture may also play a role with plant and animal products both in terms of public health and in terms of plant and animal health. Meat and poultry, dairy products, seafood, and produce typically require import approval and health/country of origin certification. For example, phytosanitary certificates from the country of origin must accompany imported fresh produce and plants. Health certificates must accompany live animals and animal products. Certain items may be restricted if the government decides they pose a risk to food safety or plant and animal health. It is always a good idea for U.S. exporters to verify that their product is eligible for entry into a particular island prior to shipping.

Most Caribbean countries follow international standards (e.g. Codex Alimentarius standards) and fully accept U.S. standards for food and agricultural products, including the standard U.S. nutritional fact panel. However, U.S. suppliers must be aware that EU standards may apply for some EU Member State territories in the Caribbean. The French overseas departments of Guadeloupe & Martinique are a case in point, as they require food and beverage products to be labeled in French. Enforcement of labeling and other product standards is carried out mostly at the port of entry but routine and random checks at the retail and wholesale levels are also conducted. As always, good communication with local importers will help to ensure proper compliance with local food laws.

For more information on Caribbean Basin import requirements, see the following Foreign Agricultural Import Regulations and Standards (FAIRS) Reports: <u>Aruba FAIRS Country Report</u>, <u>The Bahamas FAIRS Country Report</u>, <u>Barbados FAIRS Country Report</u>, <u>Bermuda FAIRS Country Report</u>, <u>Netherlands Antilles FAIRS Country Report</u>, <u>Trinidad and Tobago FAIRS Country Report</u>.

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

A. HRI Food Service Sector

Caribbean tourism is beginning to rebound. After a 9 percent decline in 2009, stop-over tourist arrivals have increased by 5 percent in 2010 (Jan-Aug). Moreover, the region has seen considerable investment in tourism infrastructure in recent years, which certainly strengthens the long term potential of the hotel, restaurant, and institutional (HRI) food service sector. Overall, the Caribbean HRI food service sector accounts for 40 to 45 percent of consumer-related agricultural imports. The percentage of Caribbean hotels and restaurants that are independently owned varies from approximately 90 percent in Grenada to 25 percent in The Bahamas (Nassau in particular). This characteristic impacts the flow of imports to the island. The independently-owned restaurant or hotel is more likely to source its food and beverage products from local importers/wholesalers, while larger chain restaurants and hotels have both the connections and the economies of scale to also make direct imports from U.S. suppliers.

While corporate-owned resorts and hotels have boomed over recent years, independently- owned food service businesses are still strong on all Caribbean islands. Local independently-owned restaurants remain especially popular in countries such as Aruba and Barbados. Some of the world's most acclaimed chefs are working in the Caribbean. Using high quality ingredients, these chefs and their restaurants often are a valuable platform for U.S. food and beverage products. However, many chefs are European-trained and thus breaking their preference toward European products can be challenging.

For more information on the HRI food service sector in the Caribbean Basin, see the following GAIN reports: 2010 Bermuda HRI Food Service Sector Report, 2009 Eastern Caribbean HRI Food Service Sector Report, 2008 Netherlands Antilles HRI Food Service Sector Report.

B. Retail Sector

About 55 to 60 percent of consumer-related agricultural imports in the Caribbean is destined for the retail sector. Most of the products stocked on the shelves of Caribbean retail stores are imported.

As in the HRI sector, smaller retailers such as neighborhood 'mom and pop' stores will buy most if not all of their products from local import wholesalers. These retailers have a slower turnaround on product sales and have limited space for storage, which both lead to wholesale as a preferred option for sourcing food and beverage products.

In contrast, supermarket chains often have both local and U.S. or foreign-based purchasing offices.

They work closely with U.S. suppliers to find the best prices for products of interest. Again, a consolidator in South Florida is still crucial to the equation in this market segment.

International retail chains in the Caribbean include: Carrefour, PriceSmart, and Cost-U-Less. While these retail outlets do quite well, 'mom and pop' stores will continue to supply a large share of consumers' needs for basic supplies. In addition, national and international convenience stores and gas marts play a small but growing role in consumer food purchases, contributing about 5-10 percent of total retail food sales.

An interesting market niche in the retail sector is yacht provisioning. Yachters (or 'yachtees' as they are known in some islands) often phone or fax in their orders to harbor stores or may venture into town to visit the local supermarkets who cater to

their specific needs. This is especially prevalent in the British Virgin Islands, Antigua and Barbuda, and in Trinidad and Tobago.

The relatively weak U.S. dollar is another factor working in favor of U.S. exports to the region. Caribbean importers are favoring U.S. food and beverage products over EU products. This is especially true in Caribbean countries with currency pegged to the U.S. dollar.

For more information on the retail food sector in the Caribbean Basin, see the following GAIN reports: 2010 Bermuda Retail Food Sector Report, 2009 Eastern Caribbean Retail Food Sector Report, 2008 Dutch Caribbean Retail Sector Report.

C. Food Processing Sector

Food processing in the broad Caribbean Basin is highly concentrated in the larger countries such as the Dominican Republic and Jamaica. In the CBATO's islands of coverage, which have very limited food production and practically no economies of scale, food processing is much less prevalent. In fact, bulk and intermediate agricultural products account for only a quarter of U.S. agricultural exports to the CBATO islands. Nonetheless, there is processing of wheat flour, pasta products, rice, bakery products, soy products, and dairy products in some countries, particularly in Trinidad and Tobago and Barbados. Food processors within the region buy roughly 20 percent of raw materials and food ingredients from local suppliers and import 80 percent from international suppliers.

SECTION IV. BEST CONSUMER ORIENTED PRODUCT PROSPECTS

Market Opportunities exist for practically all high-value, consumer-oriented foods/beverages and seafood products in the Caribbean Basin. Some of the most prominent growth categories include:

Product Category	2009 Market Size* (Volume)	2009 Imports* (\$1,000)	5-Yr. Avg. Annual Import Growth*	Import Tariff Rate**	Key Constraints Over Market Development	Market Attractiveness for USA
Snack Foods	Min. Local Production	75,032	15.1%	0-20%	The retail market is still a niche market, subject to the health of the economy. The HRI mkt. depends on tourism.	As with most consumer-oriented products, demand should continue strong, albeit tempered by overall economic conditions.
Red Meats, fresh, chilled & frozen	Min. Local Production	85,732	12.3%	0-40%	The retail market is still a niche market, subject to the health of the economy. The HRI mkt. depends on tourism.	As with most consumer-oriented products, demand should continue strong, albeit tempered by overall economic conditions.
Poultry Meat	Min. Local Production	115,353	15.3%	0-40% in most islands	Some domestic production in select islands (i.e. Trinidad & Tobago, Barbados). The retail mkt. is subject to the health of the economy. The HRI mkt. depends on tourism.	As with most consumer-oriented products, demand should continue strong, albeit tempered by overall economic conditions.
Dairy Products	Min. Local Production	74,714	26.8%	0-20%	The retail market is still a niche market, subject to the health of the economy. The HRI mkt. depends on tourism.	Attractive to U.S. suppliers with market driven approach to business in the Caribbean.
Processed Fruit & Vegetables	Min. Local Production	38,208	10.1%	0-20%	The retail market is still a niche market, subject to the health of the economy. The HRI mkt. depends on tourism.	As with most consumer-oriented products, demand should continue strong, albeit tempered by overall economic conditions.
Fruit & Vegetable Juices	Min. Local Production	37,914	4.1%	0-20%	Some domestic production in select islands (i.e. Trinidad & Tobago, Barbados). The retail mkt. is subject to the health of the economy. The HRI mkt. depends on tourism.	As with most consumer-oriented products, demand should continue strong, albeit tempered by overall economic conditions.

^{*}Total market size data is unavailable. Imports and average annual import growth are based on U.S. export data from the

U.S. Bureau of the Census trade data.

**Import duties and competing imports vary from country to country in the Caribbean.

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

A. For more information, please contact:

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B. Useful U.S. Government Websites:

Foreign Agricultural Service (FAS), USDA

This site provides extensive information on FAS programs and services, trade statistics, market research, trade shows and events, and much more.

http://www.fas.usda.gov

Caribbean Basin Agricultural Trade Office (CBATO), FAS/USDA

The CBATO website offers information on services available to U.S. exporters in the Caribbean,

promotional activities, market research and more.

http://www.cbato.fas.usda.gov

US Department of Commerce

This is the U.S. Government's Export Portal, which provides a wealth of information on services and programs available to U.S. exporters. Comprehensive Country Commercial Guides are available for select markets through the portal's Market Research Library (under the Opportunities tab click on 'Market Research' and then on 'Market Research Library').

http://www.export.gov

US Department of State

This site provides valuable information on travel & business in foreign countries, information on U.S. Embassies and Consulates around the world, and country background notes.

http://www.state.gov

Central Intelligence Agency

The CIA's on-line World Factbook provides useful and up-to-date guides for practically every country in the world.

https://www.cia.gov/library/publications/the-world-factbook/

C. Other Useful Sources of Information (Non-U.S. Government):

The websites listed below are provided for the readers' convenience; USDA does NOT in any way endorse, guarantee the accuracy of, or necessarily concur with the information contained in these websites.

CARICOM (Caribbean Community)

http://www.caricom.org

Caribbean Hotel & Tourism Association (CHTA)

http://www.caribbeanhotelassociation.com

Caribbean Tourism Organization

http://www.onecaribbean.org

APPENDIX I. STATISTICS

The following statistics were obtained from several sources. Many sources of statistical information were consulted due to the widespread nature of the Caribbean Basin Agricultural Trade Office's islands of coverage. Some variations, depending on the agency compiling data, will exist in the tables provided.

TABLE A. KEY CARIBBEAN BASIN TRADE & DEMOGRAPHIC INFORMATION

Agricultural Imports From All Countries (\$Mil) / U.S. Market Share (%) 1/	2,277/58%
Consumer Food Imports From All Countries (\$Mil) / U.S. Market Share (%) 1/	1,579/53%
Edible Fishery Imports From All Countries (\$Mil) / U.S. Market Share (%) 2/	100.8/37%
Total Population (Millions 3/) / Annual Growth Rate (%)	3.8 /Range: -0.3 to 2.5%
Urban Population (Millions 3/) / Annual Growth Rate (%)	2.0/Range:0.1 to 3.19%
Number of Major Metropolitan Areas 4/	0
Size of the Middle Class (Millions) / Growth Rate (%)	N/A
Per Capita Gross Domestic Product (ppp, U.S. Dollars)	Range: \$3,400 to \$69,900
Unemployment Rate (%)	Range: 2.1 to 15.5 %
Per Capita Food Expenditures (U.S. Dollars)	N/A
Percent of Female Population Employed 5/	Range: 30.8% to 36.9%
Exchange Rate (US\$1 = Caribbean country's currency)	Varies by Country

Footnotes:

1/2008 estimate based on available Global Trade Atlas data for Anguilla, Aruba, The Bahamas, Barbados, Dominica, Grenada, Montserrat, Netherlands Antilles, St. Lucia, St. Vincent & The Grenadines, Trinidad & Tobago, and Turks & Caicos Islands.

2/2008 estimate based on available Global Trade Atlas data for Anguilla, The Bahamas, Barbados, Dominica, Grenada, Montserrat, Netherlands Antilles, St. Lucia, St. Vincent & The Grenadines, and Trinidad & Tobago.

- 3/2010 mid year estimates.
- 4/ Populations in excess of 1,000,000
- 5/ Refers to percent of working age (15-64) female population.

Source: CIA World Factbook, Global Trade Atlas, and Euromonitor.

TABLE B. CONSUMER FOOD AND EDIBLE FISHERY PRODUCT IMPORTS

In Thousands of Dollars.

	2007	2008	2009
Consumer-Oriented Ag. TOTAL	607,867	705,641	739,585
Snack Foods	55,285	67,558	75,032
Breakfast Cereals	11,838	15,964	21,759
Red Meat, Fr/Ch/Fr	64,410	82,103	85,732
Red Meats, Prep/Pres	11,550	11,381	16,498
Poultry Meat	86,823	111,301	115,353
Dairy Products	53,036	72,564	74,714
Eggs & Products	13,700	16,466	17106
Fresh Fruit	31,820	34,214	31,766
Fresh Vegetables	23,376	23,376	20,831
Processed Fruit & Veg	41,570	42,987	38,208
Fruit & Veg Juices	33,097	34,731	37,914

Tree Nuts	6,147	6,417	6,658
Wine & Beer	35,820	34,748	33,273
Nursery Products	18,865	12,395	11,323
Pet Foods	20,858	23,755	29,629
Other Consumer-Oriented	99,672	115,629	123,790
Seafood Products	29,544	29,913	36,532
Salmon Whole/Evis	615	934	1,087
Salmon Canned	1,040	1,256	1,963
Crab & Meat	679	1,088	1,287
Surimi (Fish Paste)	18	0	0
Roe/Urchin/Fish Eggs	660	746	723
Other Seafood	26,532	25,889	31,472
Agricultural Products TOTAL	844,404	1,048,673	1,024,620
AG, FISH & FORESTRY TOTAL	1,065,239	1,281,871	1,224,480

Note: Trade data for approximately half of the Caribbean Basin countries are unavailable from the UN Trade database and other private databases either because the reporting countries have not reported the data or simply because the data do not exist. Therefore, the above table is based on U.S. export data only. Overall U.S. market share is estimated at 55 percent, ranging from single digits in the French Antilles to as much as 95 percent in The Bahamas.

Source: U.S. Bureau of the Census Trade Data.

TABLE C. TOP 15 SUPPLIERS OF CONSUMER FOODS & EDIBLE FISHERY PRODUCTS

Consumer-Oriented Agricultural Imports*, US\$

	2006	2007	2008
World	1,238,988,503	1,391,871,102	1,579,428,240
United States	662,894,053	751,431,404	843,070,964
Netherlands	76,169,044	84,630,256	100,003,146
Trinidad & Tobago	57,111,366	62,423,118	71,824,201
New Zealand	35,411,942	49,699,523	71,441,278
Canada	46,576,465	53,804,259	49,891,541
Brazil	22,236,434	31,941,990	44,038,155
United Kingdom	39,195,146	37,275,377	36,544,976
Ireland	19,341,312	24,614,020	29,784,492
France	17,096,531	18,627,317	22,159,253
Argentina	16,962,344	18,558,777	19,681,004
Costa Rica	13,690,779	16,387,922	19,388,079

Barbados	11,735,984	13,178,917	15,376,300
Jamaica	16,875,126	15,027,726	15,233,567
Chile	7,916,694	9,062,810	12,805,598
China	11,867,093	12,183,845	12,416,635

^{*} Import data for all Caribbean Basin countries are not available. Data in the above table are for Anguilla, Aruba, The Bahamas, Barbados, Dominica, Grenada, Montserrat, Netherlands Antilles, St. Lucia, St. Vincent & the Grenadines, Trinidad and Tobago, and Turks and Caicos Islands.

Source: Global Trade Atlas.

Fish & Seafood Product Imports*, US\$

	2006	2007	2008
World	82,497,515	90,167,878	100,821,790
United States	32,661,703	32,929,510	37,580,266
Canada	16,627,192	17,689,279	19,446,311
Thailand	4,737,815	6,611,920	8,280,617
Guyana	4,162,253	4,863,053	5,957,065
Norway	2,909,753	3,084,920	3,759,204
Peru	1,769,361	1,371,601	2,285,450
Suriname	760,329	1,125,778	2,065,055
SVG	1,260,975	640,699	1,785,781
China	573,615	984,654	1,621,025
Panama	1,297,160	2,250,454	1,590,308
Belize	457,100	786,704	1,547,779
Chile	1,027,717	1,615,512	1,475,673
United Kingdom	931,154	925,698	1,181,722
Jamaica	68,915	315,220	1,008,543
Vietnam	458,534	232,804	823,623

^{*} Import data for all Caribbean Basin countries are not available. Data in the above table are for Anguilla, The Bahamas, Barbados, Dominica, Grenada, Montserrat, Netherlands Antilles, St. Lucia, St. Vincent & the Grenadines, and Trinidad and Tobago.

Source: Global Trade Atlas.